Message Text

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E.O. 11652: N/A

TAGS: BBAK, BTIO, KU

SUBJ: BACKGROUND ON AHMED TRADING COMPANY

REF: USDOC 13618

1. BANK OF KUWAIT AND MIDDLE EAST AND COMMERCIAL BANK BOTH REPORT SUBJECT MAINTAINS NO ACCOUNT WITH THEM. NATIONAL BANK SAYS COMPANY IS QUOTE FULLY COMMITTED UNQUOTE (I.E., AT THE LIMIT OF ITS CREDIT) AT PRESENT. AL-AHLI BANK HAS ACCOUNTS IN NAME OF AHMED HASSAN IBRAHIM AND AHMED TRADING CO. AND RECOMMENDS BUSINESS WITH BOTH ON SECURE OR LETTER OF CREDIT BASIS ONLY. EMBASSY RECORDS INDICATE COMPANY IS SMALL FIRM DEALING IN PAINTS, TOOLS, TIRES, MOTOR VEHICLES AND ACCESSORIES

2. EMBASSY NOT RPT NOT AWARE OF DETAILS OF NEGOTIATIONS
BETWEEN AHMED TRADING AND AMERITONE BUT FOLLOWING INFO MAY
BE HELPFUL. SEVERAL PAINT MANUFACTURING FACILITIES ALREADY
EXIST IN KUWAIT AND MINISTRY OF COMMERCE AND INDUSTRY HAS
ISSUED LICENCES FOR FIVE OR SIX MORE. (GOK LAW REQUIRES
LICENCE TO ESTABLISH MANUFACTURING OPERATION.) INDUSTRIAL
BANK OF KUWAIT, WHICH IS PRIME KUWAITI AGENCY PROMOTING
INDUSTRIAL GROWTH HERE, HAS MADE STUDY OF POSSIBILITIES
OF PAINT MANUFACTURING AND IBK'S VIEW IS THAT IF ALL COMPANIES HOLDING LICENCES ESTABLISHED PAINT MANUFACTURING
PLANTS, RELATIVELY SMALL KUWAITI AND GULF MARKETS WOULD
BE FILLED. (EMBASSY AND IBK NOT RPT NOT AWARE OF SIMILAR
PLANS IN OTHER GULF COUNTRIES BUT ASSUME THERE ARE EXISTING
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OPERATIONS ELSEWHERE AS WELL AS PLANS FOR EXPANSION.)

AMERITONE MAY WISH CONTACT DR. KHALIL NUGAIM, INDUSTRIAL BANK OF KUWAIT, P.O. BOX 3146 SAFAT, KUWAIT, KUWAIT (TELEX 2469) FOR FURTHER DETAILS. IBK ASSISTS FOREIGN COMPANIES SEEKING JOINT VENTURES IN KUWAIT WITH LOANS AND MARKETING INFORMATION AND WILL ALSO TAKE EQUITY POSITIONS IN SUCH VENTURES. IBK RECENTLY SET UP SMALL ALUMINUM EXTRUSION PLANT ALONG WITH KUWAITI PARTNER AND REYNOLDS METALS.

3. COMMENT: IF AMERITON'S INVOLVEMENT WITH AHMED TRADING IS LIMITED TO SUPPLY OF EQUIPMENT, EMBASSY RECOMMENDS DEALING ON LETTER OF CREDIT BASIS THROUGH U.S. AND KUWAITI BANKS. IF AMERITONE IS CONSIDERING INVESTING IN NEW PAINT MANUFACTURING OPERATION, WE STRONGLY SUGGEST CONSULTATION WITH IBK BEFORE PROCEEDING UNLESS MARKETING AND OTHER RELEVANT INFO ALREADY AVAILABLE THROUGH OTHER SOURCES. MAESTRONE

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